CARGO MANAGEMENT REPORT For HAWAII & GUAM CARRIER CONTAINER SHARES (FEU) Date: 01/15/2004

01 October 2002 - 15 January 2004

| RI 3 | ROUTE NAME | US WEST COAST-HAWAII E | IRECTION XPORT | SCAC HRZD MATS | Lifted GS 1985.0 3090.5 | Booked GS 22.0 135.0 | New GS 45.0 14.0 | Total 2052.0 3239.5 5291.5 | PERCENT 39 % 61 % |
|---------|------------|------------------------|-------------------|----------------------|----------------------------------|-------------------------------|---------------------------|-------------------------------------|-------------------------|
| 54 | | US WEST COAST-GUAM E. | XPORT | HRZD MATS | 1580.0 3093.0 | 21.5 125.5 | 50.5 13.5 | 1652.0 3232.0 4884 0 | 34 % 66 % |

- 1. Container only. Commercial container bookings only.
 2. Lifted includes containers with sail date reported in WPS, CSS or via EDI 315 transaction.
- 3. Booked includes containers booked by IBS or eSS which have not yet been reported as lifted. New bookings are excluded.
- New bookings are bookings completed with the previous 7 days
 Minor routes with no route index assigned are excluded.
- 6. SCR Specialized Customer Requirements cargo.

CARGO MANAGEMENT REPORT For HAWAII & GUAM CARRIER BREAKBULK SHARES (MsT) Date: 01/15/2004

| 01 | October | 2002 | - | 15 | January | 2004 |
|----|---------|------|---|----|---------|------|

| RI 03 | ROUTE NAME US WEST COAST-HAWAII | SCAC MATS | Lifted GS 14938.0 | Booked GS 4030.0 | New GS 815.0 | Total 19783.0 19783.0 | |
|----------|------------------------------------|--------------|-------------------------|------------------------|--------------------|-----------------------------|--|
| 54 | US WEST COAST-GUAM | MATS | 4506.0 | 1365.0 | 22.0 | 5893.0 5893.0 | |

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